US EXECUTIVE APPROVAL FORM

CUSTOMER NAME: Alcoa Inc.
PARTNER/VAD NAME:

SECTION I - Approval Requests:
HQAPP Requests:

1. HQAPP - Customer has price hold of 75% for all programs from the May 2002 PL. We would like to allow a one time discount to Alcoa to acquire HRMS programs at 85% discount off May 2002 Price List.
2. HQAPP - Provide 17% support fee for 5 years, then an increase not to exceed 4% for the next 3 years.
3. HQAPP - Reference Language – Please remove. Standard language is included in SLSA.
4. HQAPP - Definitions/Rules – Include only Definitions/Rules that have not been included in prior Agreements.
5. HQAPP - Allow Electronic Delivery of programs not already licensed by Alcoa.

TIER 1 Requests:

1. Allow Alcoa to acquire WMS at a 60% discount off current Price List.
2. Provide 17% support fee for 5 years, then an increase not to exceed 4% for the next 3 years.

TIER 2/3 Requests:

1.
2.

Previously approved requests (include date of approval):

SECTION II – Deal Summary:

Deal Summary	
Programs	WMS, RAC, HR, Payroll, iRecruitment, Training Adminstration, HR Intelligence, SS HR, Time and Labor
License Discount	HRMS – 85% WMS – 60% Overall blended disount across all products = 77.32%
Support Discount	HRMS – 85% WMS – 60% Overall blended disount across all products = 77.32%
Comp & Admin Discount	
Phased Implementation for Comp & Admin?	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO
Subset of Users	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO
Support Options/Holds	17% fixed for 5 years, then capped at 5% for each of next 3 years
Price Holds	
List License	$14,615,000
List Support	$2,484,550
List Comp & Admin	
Net License	$3,314,750
Net Support	$563,508
Net Comp & Admin	
Net Total Price	$3,878,258

Price List Used	May 17, 2002 and March 24, 2003

Customer History - Existing Price Holds	
Existing contractual discount (price hold)	1) 75% discount through November 30 for RAC. 2) Customer has 17% of net for support for all transaction for deals of all size.
Date of Price List for price hold	1. May 17, 2002 2. May 17, 2002
When does price hold expire?	1. November 30, 2004 2. November 30, 2004
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	All
Name of Agreement if applicable	SLSA –6595-31-MAY-2000

SECTION III - Justification:

1. HQAPP - - Customer has price hold of 75% for all programs from the may 2002 PL, we would like to allow a 1 time discount to Alcoa to acquire HRMS programs at 85% discount off May 2002 Price List. We have the opportunity to replace Peoplesoft at Alcoa by 2005. The increased discount could move Alcoa to make this commitment by May 31, 2003. Otherwise, they will continue an evaluation that may lead to upgrading to Peoplesoft 8.X.
3. HQAPP - Provide 17% support fee for 5 years, then an increase not to exceed 5% for the next 3 years. This is consistent with support fee from prior Agreement.
4. HQAPP - Reference Language – Please remove. Standard language is included in SLSA. We have agreed in the past to utilize the reference language already included in the SLSA.
5. HQAPP - Definitions/Rules – Include only Definitions/Rules that have not been included in prior Agreements. This is consistent with terms of 12/20/02 Agreement
6. HQAPP - Allow Electronic Delivery of programs not already licensed by Alcoa. This is consistent with prior Agreements.

TIER 1 Requests:

7. Allow Alcoa to acquire WMS at a 60% discount off current Price List. Alcoa currently has the right to a 75% discount off the May 17, 2002 PL – net price is $1499 per user. 1 would like to offer to Alcoa the right to buy WMS off the current PL at a discount rate lower than 75%. The current list is $3000 – a 60% discount would equate to $1200 per license. By doing this, Alcoa will be more willing to license incremental users by May 31, 2003.

Recommendation: *(leave blank for HQAPP to fill out)*

Submitted By: *(fill in rep name and AVP name here)*: Bob Haddad, Cindy Bolt, Lisa Pope
Field RM name if submitted by OracleDirect:

R: *(leave blank for HQAPP to fill out)*
C:
L:
A:
BP:

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PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW

WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION
(SECTION I) ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.

SECTION V – Ordering Document Details

<u>Instructions</u> - **Fill in all sections completely.**

APPROVAL REQUIREMENTS - Refer to the Approval Matrix at http://esource.oraclecorp.com
PRICING REQUIREMENTS – Refer to Price List and Price List Supplement for minimums and prerequisites.
PRICING SPREADSHEET – Include a pricing spreadsheet showing all products, quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.
MIGRATIONS - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (eBusiness License Migrations) team. Refer to http://nafo.us.oracle.com under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.

<u>**Note: All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.**</u>

General Information	
Contract requested by (insert date): After all approvals are obtained - Allow 24 hours for standard contracts and 48 hours for non-standard contracts.	May 22, 2003
Opportunity I.D. (OSO Number):	852947
Is this a ship order?	__X__ Yes (some HR programs)
Deal Structure (indicate Direct, Pass-Through, Sublicense, or Trial License):	Direct
Is this deal the result of a compliance issue that LMS has been involved in?	_____Yes __X__No
Does deal contain new licenses with an *approved* non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):	_____Yes (specify non-supported license type and eBusiness license type used to determine conversion) __X__No
Quote Valid Through (insert date):	
Partner (insert name, if applicable)?	Margin or % of net license fees_____
VAD (insert name, if applicable)?	Margin or % of net license fees_____
PARTNER PAYMENT: If this is a direct deal, does it involve a Partner Referral Fee? If yes, specify payment type:	_____Yes _____No _____Applications Affiliate Fee _____ROP Fee *(GB Use Only)*
MIGRATIONS OR UPDATES:	Yes No
PREMIUM SERVICES:	Yes No
INCIDENT PACKS:	Yes No
INTERNATIONAL: Requires an International Notification Form to be forwarded to your manager, contract specialist, and NASINFO or OGEHINFO.	_____Yes _____No
Payment Terms:	_____Net 30 __X__Other (Specify)__Net 45 days per SLSA__
Referenced Agreement:	_____New OLSA __X__ Other (Specify) SLSA –6595-31-MAY-2000

Customer and Administrative Information – all fields must be filled in	
Customer's EXACT Legal Name:	Alcoa Inc.
Business Address:	201 Isabella Street
City / State / Zip:	Pittsburgh, PA 15212
Customer Contract Admin:	Diane Stanko
Phone #:	412.553.2954
Fax #:	412.553.2401
E-mail ID:	Diane.Stanko@alcoa.com
Billing Contact:	DIANE STANKO
(Partner/VAD if Indirect):	
Address:	201 Isabella Street
City / State / Zip:	PITTSBURGH, PA 15212
Phone #:	412.553.2954
Fax #:	412.553.2401
E-mail ID:	Diane.Stanko@alcoa.com
Tax Status :	Exempt _X__ (Need certificate for ship to state if not on Oracle's Tax Exemption Log). **On File**
	Non-Exempt ___
Shipping Contact:	**Jamie O'Sell**
Address:	2 Allegheny Center
City / State / Zip:	Pittsburgh, Pa 15212
Phone #:	412.553.3599
Fax #:	412.553.2484
E-mail ID:	**James.O'Sell@alcoa.com**
Technical Support Contact:	**Jamie O'Sell**
Address:	2 Allegheny Center
City / State / Zip:	Pittsburgh, Pa 15212
Phone #:	412.553.3599
Fax #:	412.553.2484
Email ID:	**James.O'Sell@alcoa.com**
Partner Name (Indirect):	
Address:	
City / State / Zip:	
Contact Admin:	
Phone #:	
Fax #:	
E-mail ID:	

Education (EPPC)	
Education Prepaid Credit Amount:	\$_____
Education Discount:	_____%
Education Revenue:	\$_____
Education Sales Rep:	

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PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)

Make and Operating System required for each program:
<u>Make:</u>   HP
<u>OS:</u>   UX
<u>PROGRAMS: All</u>

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Applications	
Will applications be modified:	___ Yes X No
Will users be accessing modified Apps from the web:	___ Yes X No
Have all prerequisites been included:	_X_ Yes ___No
Will users use Fast Forward RPM:	___ Yes X No
Will applications be hosted:	___ Yes X No
Indicate database that Apps will run on:	Oracle
Indicate CSI for existing prerequisite database and tools:	3073843

Options not requiring HQAPP, Tier 1, or Tier 2 Approval	
(1)	
(2)	
(3)	
(4)	

Internal Administrative Information	
Applications Sales Manager	Bob Haddad
Technology Sales Manager	Tom Christopher
Account Manager	Bob Haddad
OracleDirect Rep	Joe Lopez
Education Sales Rep	Judy Bauer
Support Renewals Rep	Chris Dusek
Premium Support Rep	Gertie Rizzo
Migrations Manager	Christina Scheuler
Is there a teaming agreement?	_X_ Yes (if yes, list all appropriate reps) ___ No
Requester:	Name: Bob Haddad Business Telephone: 412.849.4799 Cell Phone: 412.849.4799

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